

**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

EXPENDITURE REPORT

FOR THE FISCAL YEAR ENDED

June 30, 2009

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

TOTAL VEDP

Expenditures

| | |
|-----------------------------|------------------------------------|
| Compensation | \$ 10,393,290 |
| Marketing and Promotion | 1,148,846 |
| Missions, Shows, and Events | 572,683 |
| Travel | 645,631 |
| Services | 676,230 |
| Supplies and Materials | 113,709 |
| Pass Through Payments | 142,150 |
| Fixed Asset Payments | 2,210,985 |
| Other Expenditures | <u>223,950</u> |
| Total Expenditures | <u><u>\$ 16,127,474</u></u> |

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

BUSINESS DEVELOPMENT

Expenditures

| | |
|-----------------------------|-----------------------------------|
| Compensation | \$ 2,524,682 |
| Marketing and Promotion | 3,890 |
| Missions, Shows, and Events | 37,589 |
| Travel | 172,081 |
| Services | 50,411 |
| Supplies and Materials | 5,801 |
| Pass Through Payments | - |
| Fixed Asset Payments | 232,462 |
| Other Expenditures | <u>19,330</u> |
| Total Expenditures | <u><u>\$ 3,046,246</u></u> |

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

INTERNATIONAL INVESTMENT

Expenditures

| | |
|-----------------------------|-----------------------------------|
| Compensation | \$ 939,292 |
| Marketing and Promotion | 209,559 |
| Missions, Shows, and Events | 116,828 |
| Travel | 197,503 |
| Services | 59,335 |
| Supplies and Materials | 13,918 |
| Pass Through Payments | - |
| Fixed Asset Payments | 224,587 |
| Other Expenditures | <u>56,809</u> |
| Total Expenditures | <u><u>\$ 1,817,831</u></u> |

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

INTERNATIONAL TRADE

Expenditures

| | |
|-----------------------------|-----------------------------------|
| Compensation | \$ 1,667,358 |
| Marketing and Promotion | 646,208 |
| Missions, Shows, and Events | 43,596 |
| Travel | 132,258 |
| Services | 66,021 |
| Supplies and Materials | 15,972 |
| Pass Through Payments | - |
| Fixed Asset Payments | 209,267 |
| Other Expenditures | <u>40,062</u> |
| Total Expenditures | <u><u>\$ 2,820,742</u></u> |

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

RESEARCH

Expenditures

| | |
|-----------------------------|-----------------------------------|
| Compensation | \$ 1,415,129 |
| Marketing and Promotion | 80 |
| Missions, Shows, and Events | 2,713 |
| Travel | 23,614 |
| Services | 146,536 |
| Supplies and Materials | 21,037 |
| Pass Through Payments | - |
| Fixed Asset Payments | 152,494 |
| Other Expenditures | <u>11,692</u> |
| Total Expenditures | <u><u>\$ 1,773,295</u></u> |

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

COMMUNICATIONS AND PROMOTIONS

Expenditures

| | |
|-----------------------------|-----------------------------------|
| Compensation | \$ 783,967 |
| Marketing and Promotion | 246,703 |
| Missions, Shows, and Events | 237,809 |
| Travel | 76,908 |
| Services | 79,959 |
| Supplies and Materials | 5,222 |
| Pass Through Payments | - |
| Fixed Asset Payments | 79,146 |
| Other Expenditures | <u>8,355</u> |
| Total Expenditures | <u><u>\$ 1,518,069</u></u> |

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

INFORMATION TECHNOLOGY

Expenditures

| | |
|-----------------------------|-----------------------------------|
| Compensation | \$ 1,264,178 |
| Marketing and Promotion | - |
| Missions, Shows, and Events | 0 |
| Travel | 11,985 |
| Services | 112,398 |
| Supplies and Materials | 18,335 |
| Pass Through Payments | - |
| Fixed Asset Payments | 706,490 |
| Other Expenditures | <u>15,562</u> |
| Total Expenditures | <u><u>\$ 2,128,948</u></u> |

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

ADMINISTRATION

Expenditures

| | |
|-----------------------------|-----------------------------------|
| Compensation | \$ 1,798,684 |
| Marketing and Promotion | 5,836 |
| Missions, Shows, and Events | 8,359 |
| Travel | 31,180 |
| Services | 121,260 |
| Supplies and Materials | 28,289 |
| Pass Through Payments | - |
| Fixed Asset Payments | 606,539 |
| Other Expenditures | <u>71,595</u> |
| Total Expenditures | <u><u>\$ 2,671,742</u></u> |

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Expenditure Report
For the Fiscal Year Ended June 30, 2009

PASS THROUGH PAYMENTS

Expenditures

| | |
|-----------------------------|---------------------------------|
| Compensation | \$ - |
| Marketing and Promotion | 36,570 |
| Missions, Shows, and Events | 125,789 |
| Travel | 102 |
| Services | 40,310 |
| Supplies and Materials | 5,135 |
| Pass Through Payments | 142,150 |
| Fixed Asset Payments | - |
| Other Expenditures | <u>545</u> |
| Total Expenditures | <u><u>\$ 350,601</u></u> |

All Salaried and Wage Personnel

As of June 30, 2009

| Position Title | Salaries & Wages Paid | Partial Year | FY 2009 Spot Bonus | FY 2009 Total Paid |
|------------------------------------|-----------------------|--------------|--------------------|--------------------|
| International Trade Manager | 100,134.00 | | | 100,134.00 |
| Economic Research Assistant | 36,047.28 | | | 36,047.28 |
| Purchasing Manager | 44,531.28 | | | 44,531.28 |
| Executive Director | 235,000.08 | | | 235,000.08 |
| International Trade Manager | 82,282.56 | | | 82,282.56 |
| Project Research Specialist | 49,112.25 | | | 49,112.25 |
| Assistant Director | 75,000.00 | | | 75,000.00 |
| Administrative Staff Assistant | 37,999.92 | | | 37,999.92 |
| Administrative Assistant | 39,330.24 | | | 39,330.24 |
| Marketing Associate | 39,998.83 | | | 39,998.83 |
| Network Manager | 90,717.36 | | | 90,717.36 |
| Outreach Specialist | 19,309.88 | | | 19,309.88 |
| Senior Project Manager | 105,716.16 | | | 105,716.16 |
| Office Manager | 50,208.32 | | | 50,208.32 |
| Assistant to the Director | 58,523.46 | | | 58,523.46 |
| Project Manager | 63,417.36 | | | 63,417.36 |
| Receptionist | 9,576.42 | * | | 9,576.42 |
| International Marketing Specialist | 53,174.16 | | | 53,174.16 |
| Business Development Manager | 113,850.00 | | | 113,850.00 |
| Marketing Manager | 66,521.52 | | | 66,521.52 |
| Office Manager | 41,455.68 | | | 41,455.68 |
| Marketing Associate | 56,814.48 | | | 56,814.48 |
| Economist | 7,183.15 | * | | 7,183.15 |
| International Investment Manager | 64,999.92 | | | 64,999.92 |
| Senior Human Resources Manager | 76,171.92 | | | 76,171.92 |
| International Investment Manager | 82,423.92 | | | 82,423.92 |
| Chief Cartographer | 45,437.52 | | | 45,437.52 |
| Facilities Manager | 52,286.88 | | | 52,286.88 |
| Outreach Specialist | 21,671.71 | | | 21,671.71 |
| Economist | 55,921.44 | | | 55,921.44 |
| Senior GIS Technician | 43,356.48 | | | 43,356.48 |
| Project Manager | 126,586.62 | | | 126,586.62 |
| Senior Executive Assistant | 62,240.88 | | | 62,240.88 |
| International Investment Manager | 71,190.96 | | | 71,190.96 |
| Research Intern | 1,149.50 | * | | 1,149.50 |
| Project Executive | 133,333.40 | * | | 133,333.40 |
| PC Support Technician | 38,331.61 | * | | 38,331.61 |
| Accountant | 39,330.00 | | | 39,330.00 |
| International Marketing Specialist | 49,880.40 | | | 49,880.40 |
| Senior Project Manager | 110,148.96 | | | 110,148.96 |
| Community Marketing Specialist | 70,472.64 | | | 70,472.64 |
| Associate Project Research Manager | 68,674.56 | | | 68,674.56 |
| Senior Accountant | 54,925.20 | | 1,500.00 | 56,425.20 |
| International Trade Director | 151,680.24 | | | 151,680.24 |
| Junior Network Administrator | 60,000.00 | | | 60,000.00 |
| Project Manager | 72,217.44 | | | 72,217.44 |
| GIS Intern | 465.00 | * | | 465.00 |
| International Trade Manager | 83,595.84 | | | 83,595.84 |
| Senior International Trade Manager | 78,923.04 | | | 78,923.04 |
| Marketing Manager | 63,999.84 | | | 63,999.84 |
| Administrative Assistant | 47,812.45 | | | 47,812.45 |
| Legislative Research Analyst | 45,999.84 | | | 45,999.84 |

All Salaried and Wage Personnel

As of June 30, 2009

| Position Title | Salaries & Wages Paid | Partial Year | FY 2009 Spot Bonus | FY 2009 Total Paid |
|--------------------------------------|-----------------------|--------------|--------------------|--------------------|
| Trade Events Manager | 46,481.04 | | | 46,481.04 |
| Economist | 9,374.94 | * | | 9,374.94 |
| GIS Systems Administrator/Developer | 49,999.92 | | | 49,999.92 |
| Senior Economist | 71,971.44 | | | 71,971.44 |
| Receptionist | 6,846.52 | * | | 6,846.52 |
| Office Manager | 48,896.88 | | | 48,896.88 |
| Senior Project Support Manager | 124,367.28 | | | 124,367.28 |
| Senior Project Manager | 104,735.52 | | | 104,735.52 |
| Sites & Buildings Representative | 65,106.96 | | | 65,106.96 |
| Receptionist | 33,771.60 | | | 33,771.60 |
| Senior Economist | 60,802.43 | * | | 60,802.43 |
| Project Manager | 74,623.20 | | | 74,623.20 |
| GIS Intern | 1,307.25 | * | | 1,307.25 |
| Research Assistant | 45,245.76 | | | 45,245.76 |
| Research Director | 133,305.84 | | | 133,305.84 |
| Deputy Director | 177,069.15 | * | | 177,069.15 |
| General Counsel | 120,000.00 | | | 120,000.00 |
| Outreach Specialist | 4,009.88 | * | | 4,009.88 |
| Information Technology Director | 111,422.40 | | | 111,422.40 |
| Community Resources Assistant | 51,456.96 | | | 51,456.96 |
| Communications Manager | 63,379.65 | | | 63,379.65 |
| Senior Marketing Associate | 50,780.01 | | | 50,780.01 |
| AIM Program Manager | 60,330.10 | | | 60,330.10 |
| International Trade Manager | 81,247.44 | | | 81,247.44 |
| Controller | 120,319.92 | | | 120,319.92 |
| Human Resources Analyst | 63,071.04 | | | 63,071.04 |
| Client Services Manager | 62,100.00 | | | 62,100.00 |
| Senior Computer Network Technician | 67,932.00 | | | 67,932.00 |
| Project Manager | 87,876.96 | | | 87,876.96 |
| Community Assistance Specialist | 14,249.04 | | | 14,249.04 |
| GIS Manager | 59,243.52 | | | 59,243.52 |
| VALET Program Manager | 81,430.80 | | | 81,430.80 |
| Associate Project Manager | 60,793.20 | | | 60,793.20 |
| Associate Project Manager | 44,178.28 | | | 44,178.28 |
| Business Development Director | 159,999.60 | | | 159,999.60 |
| Project Manager | 69,999.84 | | | 69,999.84 |
| Project Manager | 74,965.68 | | | 74,965.68 |
| Senior Marketing Analyst | 51,369.60 | | | 51,369.60 |
| Communications & Promotions Director | 132,441.36 | | | 132,441.36 |
| Marketing Manager | 52,248.00 | | | 52,248.00 |
| GIS Specialist | 46,313.76 | | | 46,313.76 |
| Project Research Manager | 85,926.48 | | | 85,926.48 |
| Project Manager | 70,847.04 | | | 70,847.04 |
| Project Manager | 69,415.92 | | | 69,415.92 |
| Lead Developer | 73,141.54 | | | 73,141.54 |
| Project Manager | 50,609.68 | * | | 50,609.68 |
| Senior Project Manager | 101,670.72 | | | 101,670.72 |
| .NET Developer | 71,311.68 | | | 71,311.68 |
| Senior Accounting Manager | 87,161.52 | | | 87,161.52 |
| Project Manager | 75,709.44 | | | 75,709.44 |
| Community Data Specialist | 61,242.48 | | | 61,242.48 |
| Project Manager | 64,246.56 | | | 64,246.56 |

All Salaried and Wage Personnel

As of June 30, 2009

| Position Title | Salaries & Wages Paid | Partial Year | FY 2009 Spot Bonus | FY 2009 Total Paid | |
|-----------------------------|-----------------------|--------------|--------------------|--------------------|---------------------|
| .NET Developer | 74,000.16 | | | 74,000.16 | |
| International Trade Manager | 72,980.64 | | | 72,980.64 | |
| Global Research Manager | 52,999.92 | | | 52,999.92 | |
| International Trade Manager | 78,499.92 | | | 78,499.92 | |
| Programmer Analyst | 53,686.33 | * | | 53,686.33 | |
| Executive Assistant | 53,319.36 | | | 53,319.36 | |
| Communications Specialist | 42,539.52 | | | 42,539.52 | |
| Project Manager | 29,997.59 | * | | 29,997.59 | |
| | | | | | |
| | | | | | |
| 7,463,503.87 | | | | 1,500.00 | 7,465,003.87 |
| | | | | | |
| | | | | | |
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